

Q4 Fiscal Year 2021 Preparation Guide

Civilian + Defense Roadmap



Developed by The Pulse of GovCon
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Definitions and Sources of Report Items

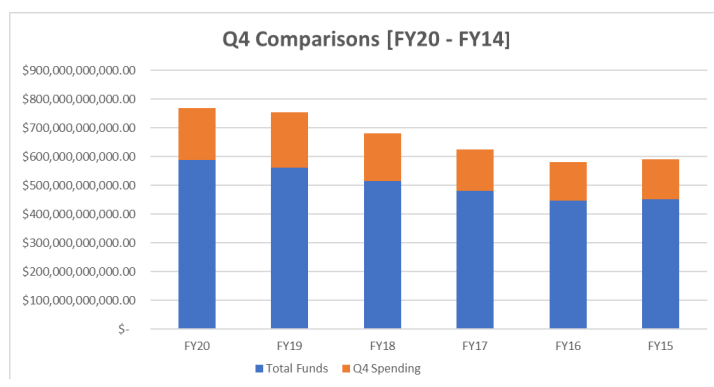
- **Discretionary Spending Obligations:** Sourced from final congressional appropriation documents.
- **Current Discretionary Spending:** Based on FY21 obligations pulled from FPDS-NG, SAM.gov, and USA Spending. See note on the research below.
- **Current Discretionary Spending:** Based on FY21 obligations pulled from FPDS-NG, SAM.gov, and USA Spending. See note on the research below.
- **Go-To Teammates:** Based on FY21 obligations pulled from FPDS-NG, SAM.gov, and USA Spending. See note on the research below.
- **Go-To Vehicles:** Based on FY21 obligations pulled from FPDS-NG, SAM.gov, and USA Spending. See note on the research below.
- **Average Q4 Spending:** Based on FY14 – FY21 obligations pulled from FPDS-NG, SAM.gov, and USA Spending. See note on the research below.
- **Prime Small Business Spending:** Based on FY21 obligations pulled from FPDS-NG, SAM.gov, and USA Spending. SBA-Mandated goals sourced from FY21 SBA Goaling Guides.
- **Purchase Card Usage:** Based on FY14 – FY21 obligations pulled from FPDS-NG, SAM.gov, and USA Spending. See note on the research below.

A quick note on our research...

- All Fiscal Year 2021 data is sourced from October 1, 2020, to May 18, 2021.
- Q4 Fiscal Year data is from July 1st to October 1st.
- All data has been sourced from a combination of USA Spending, SAM.gov and the Federal Procurement Data System - Next Generation (FPDS-NG). We believe it represents a large portion of the work that has been awarded to date. Many contracting offices supporting COVID-19 particularly those relocated to the disaster recovery area, do not have access to their normal contract writing systems and thus have not been able to populate FPDS-NG contemporaneously with the contract awards they have made. Others have not had time to enter data due to the tempo of operations.
- FPDS-NG, SAM.gov, and USA Spending is a central database of U.S. government-wide procurement. These systems generally report information on contracts that exceed the micro-purchase threshold, defined in 48 C.F.R. §2.101. 3 The micro-purchase threshold is generally \$10,000 (meaning that contract actions above this amount must be reported to these systems). These systems do not include data from judicial branch agencies, the legislative branch, certain DOD components, or select executive branch agencies—such as the Central Intelligence Agency and National Security Agency. Decision-makers should be cautious when using obligation data from these systems to develop policy or otherwise draw conclusions. In some instances, a query for data may return differing results, depending on the parameters, and timing.
- Projected Discretionary FY21 spending levels does not include any additional COVID-19 funding allocated by Congress, it is strictly the FY21 omnibus.

Our First Take: The Good, The Bad, The Ugly

My, how time flies! The fourth quarter (Q4) of the Fiscal Year 2021 (FY21) is almost here. In preparation for Q4 FY21, The Pulse wanted to provide our Insider + SME members with the data and context they need to decide where to focus their energy, resources, and workforce over the next three months.



Our **Q4 FY21 Preparation Guide: Civilian + Defense Roadmap** provides you with the following information:

An average of 31% of all fiscal year funds available to Government Contractors for the Q4 sprint.

- **Current FY21 Federal Obligations** to demonstrate which Federal agencies have significant procurement funds remaining.
- **Q4 Comparisons Across the Federal Government** provides a brief overview of Q4 spending trends.
- **Independent Federal Agency Profiles** provides a breakdown of each Federal agency's spending activities in FY21, Q4 spending trends, and some of our predictions. We also touch on small business spending (who is meeting their goals, who is not) and purchase card usage in Q4.

With this guide, you have the critical ingredients required to develop a competitive FY21 sales strategy.



Here a few things we learned when putting together this report:

- **82% of All FY21 Dollars Are Still on the Table.** Only two out of the 22 Federal entities listed below have spent more than 50% of their projected discretionary FY21 spending levels allocated by Congress.
- **GSA Schedules Are Still the Favorite.** 100% of our 22 Federal agencies have at least one GSA Schedule listed under their Top 5 Vehicles. In totality, GSA takes the top 3 spots when comparing all the Top 5 Vehicles so far used in FY21:
 1. GSA MAS [\$5.13B]
 2. GSA IT-70 Schedule [\$4.97B]
 3. GSA OASIS [\$3.7B]
 4. Navy SeaPort-e [\$1.99B]
 5. NASA SEWP V [\$1.83B]

Current FY21 Federal Obligations

Currently, the Federal Government has spent over \$261B in FY21. Only two out of the 22 Federal entities listed below have spent more than 50% of their projected discretionary FY21 spending levels allocated by Congress. Conversely, 86% of the 22 Federal entities

we have listed below still have 50% or more of their FY21 allocated dollars to spend over the next three months. Projected Discretionary FY21 spending levels does not include any additional dollar obligations coming from the December 2020 emergency COVID-19 relief bill or the 2021 American Rescue Plan.

| Federal Entity | Current FY21 Obligations* | Projected Discretionary FY21 Spending Level** | % of Allocated Discretionary Spend-to- Date |
|--------------------------|---------------------------|---|---|
| DOE | \$30,584,777,693.99 | \$39,600,000,000.00 | 77% |
| SBA | \$492,987,693.03 | \$778,900,000.00 | 63% |
| NASA | \$10,948,242,787.75 | \$23,270,000,000.00 | 47% |
| TREAS | \$5,538,443,868.82 | \$13,490,000,000.00 | 41% |
| DOS (including USAID) | \$5,762,558,545.44 | \$16,680,000,000.00 | 35% |
| DOC | \$2,048,985,051.31 | \$8,900,000,000.00 | 23% |
| USDA | \$4,750,198,827.92 | \$23,395,000,000.00 | 20% |
| HHS | \$18,505,904,414.36 | \$97,000,000,000.00 | 19% |
| DOD - General | \$128,741,568,066.60 | \$696,000,000,000.00 | 18% |
| DOD - Army | \$32,838,425,260.40 | \$177,925,000,000.00 | 18% |
| DHS | \$9,543,099,310.69 | \$51,880,000,000.00 | 18% |
| DOD - Navy | \$37,218,535,292.18 | \$207,073,000,000.00 | 18% |
| DOJ | \$5,597,869,844.42 | \$33,800,000,000.00 | 17% |
| VA | \$15,683,678,321.82 | \$104,400,000,000.00 | 15% |
| DOD - USAF | \$27,914,148,450.67 | \$207,168,000,000.00 | 13% |
| DOI | \$1,773,189,259.42 | \$13,700,000,000.00 | 13% |
| DOL | \$1,052,162,378.14 | \$12,500,000,000.00 | 8% |
| EPA | \$549,983,045.12 | \$9,240,000,000.00 | 6% |
| DOT | \$4,757,663,943.69 | \$86,700,000,000.00 | 5% |
| ED | \$1,613,760,444.61 | \$73,500,000,000.00 | 2% |
| HUD | \$152,918,895.52 | \$49,600,000,000.00 | 0% |

Q4 Comparisons Across the Federal Government

Last fiscal year, the Federal Government Q4 spending accounted for 28% of all total FY20 obligations. Based on our research throughout the years, we have found that on average Federal agencies spend around 69% of their discretionary funding before the start of Q4. Leaving an average of 31% of all fiscal year funds available to Government Contractors for the Q4 sprint.

| Total Discretionary Spending Comparison | | | |
|---|-----------------------|-----------------------|--------------|
| FY | Total Spent (Q1 – Q4) | Q4 Spending | % Difference |
| FY20 | \$ 665,705,167,846.89 | \$ 188,462,009,747.71 | 28% |
| FY19 | \$ 589,289,765,675.89 | \$ 179,107,645,385.61 | 30% |
| FY18 | \$ 561,081,352,396.02 | \$ 192,792,511,900.51 | 34% |
| FY17 | \$ 516,300,789,999.90 | \$ 164,331,603,385.05 | 32% |
| FY16 | \$ 481,716,626,352.38 | \$ 144,138,123,302.02 | 30% |
| FY15 | \$ 447,207,451,570.03 | \$ 134,543,686,173.37 | 30% |
| FY14 | \$ 451,904,377,146.04 | \$ 140,044,117,769.20 | 31% |

Quick Note on Additional Funding from December 2020 and March 2021

As we noted, the projected discretionary FY21 spending levels presented does not include any additional dollar obligations coming from the December 2020 emergency COVID-19 relief bill or the 2021 American Rescue Plan. In fact, the projected discretionary FY21 spending levels represents the floor, not the ceiling for potential federal FY21 spending.

Even though we did not include this funding in our report, we still think it is important to provide a high levels summary of what was included to gauge the impacts on immediate and potential federal Government Contracting requirements.

Bipartisan Emergency COVID Relief Act of 2020 [\$908B]

- \$2.58B for CDC vaccine distribution and infrastructure.
- \$700M to the HHS Secretary for additional research, procurement, and medical supply needs.
- \$6.25B for State Broadband Deployment and Broadband Connectivity grants to bridge the digital divide and ensure affordable access to broadband during the COVID 19 pandemic.
- \$200M to IMLS to purchase and distribute Internet-connected devices to libraries in low-income and rural areas.
- \$3B for an Emergency Educational Connectivity Fund to provide E-Rate support to educational and distance learning providers to provide hotspots, devices, and other connected devices, and advance digital equity/inclusion. Funds prioritized to rural areas with the highest need.
- \$475M to FCC COVID-19 Telehealth Program to support efforts of healthcare providers to address coronavirus, including a 20% set aside for small, rural health providers.
- \$100M to VA for Telehealth and Connected Care Program to purchase, maintain, and refresh devices and services to veterans for provision of access to telehealth services.

American Rescue Plan Act of 2021 [\$1.9B]

- \$4B for the USDA Secretary for food supply chain and agriculture pandemic response.
- \$300M to USDA to monitor and survey susceptible animals for incidents of COVID.
- \$500M to establish an emergency pilot program for vaccine administration and testing and engage in other efforts to support rural healthcare facilities in addressing COVID.
- \$2.5M for USDA OIG for oversight of COVID-related programs.
- \$15M for the management and oversight of the program of the SNAP program.
- \$25M to improve SNAP online purchasing and modernize technology.
- \$390M for WIC program modernization.

- \$7.5B to CDC for activities to plan, distribute and track COVID-19 vaccines.
- \$1B to CDC for vaccine confidence activities.
- \$6.05B for supply chain for COVID-19 vaccines, therapeutics, and medical supplies.
- \$500M to FDA to evaluate the continued effectiveness of FDA-regulated products approved to address COVID-19.
- \$47.8B for COVID-19 testing, contact tracing, and mitigation activities including enhancing IT resources for public health data sharing.
- \$1.75B to expand and improve activities around the sequencing of COVID-19 and its variants.
- \$750M to CDC to combat COVID-19 and emerging infectious diseases globally.
- \$500M to CDC for public health data surveillance and analytics infrastructure modernization.
- \$20M through FY 2022 to HHS to award grants to Affordable Care Act (ACA) Exchanges to modernize or update systems, programs, or other technology.
- \$5 million to the HHS OIG for oversight activities with respect to the Provider Relief Fund.
- \$10B to carry out the Defense Production Act for medical supplies and equipment such as testing, personal protective equipment (PPE) and vaccines.
- \$20M increase to the HUD Fair Housing Initiatives Program (FHIP) to help identify government agencies that handle complaints of housing discrimination.
- \$650M for the DHS Cybersecurity and Infrastructure Security Agency (CISA) to mitigate cybersecurity risks.
- \$200M for the U.S. Digital Service, a White House unit that provides IT support to federal agencies.
- \$1B for the GSA Technology Modernization Fund (TMF), which was established to upgrade federal agency IT systems.
- \$900M to the Bureau of Indian Affairs.
- \$6.094B for Indian health.

Federal Agency Profiles

Below we have provided 21 independent Federal agency profiles that breakdown each Federal agency's spending activities in FY21, Q4 spending trends, and some of our predictions. We also touch on small business (SB) spending (who is meeting their goals, who is not) and purchase card usage in Q4.

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Department of Agriculture (USDA)

USDA provides leadership on food, agriculture, natural resources, rural development, nutrition, and related issues based on sound public policy, scientific evidence, and efficient management.



FY21 Agency Information

Discretionary Spending Obligations: \$23.395B

Current Discretionary Spending*: \$5B (~20% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Agricultural Marketing Service (AMS) [\$3.2B]
2. Forest Service (FS) [\$662M]
3. Office of the Chief Financial Officer (OCFO) [\$421M]
4. Rural Housing Service (RHS) [\$107.5M]
5. Animal and Plant Health Inspection Service (APHIS) [\$96M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Produce Alliance LLC [\$224M]
2. Van Solkema Produce of Georgia [\$140M]
3. Gold Star Foods Inc. [\$120M]
4. Daylight Foods Inc. [\$112M]
5. Global Trading Enterprises LLC [\$101M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA MAS [\$219M]
2. GSA IT-70 Schedule [\$191M]
3. NASA SEWP V [\$72M]
4. GSA 8a STARS II [\$68M]
5. HHS CIO-SP3 [\$50M]

Prime Small Business Spending: USDA has already met all SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 46% | ✓ |
| SDB/8a | 5% | 22% | ✓ |
| SDVOSB | 3% | 3% | ✓ |

| | | | |
|---------|----|----|---|
| WOSB | 5% | 9% | ✓ |
| HUBZone | 3% | 7% | ✓ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, USDA spends ~\$2.5B in Q4 of each fiscal year. USDA's Q4 spending seems to incrementally increase each fiscal year. We predict that you will see at least \$3B spent in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$4B | \$3.23B | \$3.05B | \$3.23B | \$2.44B | \$2.96B | \$2.45B |

Purchase Card Usage: USDA's purchase card usage continued to decrease dramatically each Q4 across fiscal years until Q4 FY20 where it took a massive jump. We predict that this will come back down to earth in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$45M | \$13M | \$24M | \$37M | \$458M | \$541M | \$457M |

Department of Commerce (DOC)

The mission of DOC is to create conditions for economic growth and opportunity. It promotes job creation and economic growth by ensuring fair and reciprocal trade, providing the data necessary to support commerce and constitutional democracy, and fostering innovation by setting standards and conducting foundational research and development.



FY21 Agency Information

Discretionary Spending Obligations: \$8.9B

Current Discretionary Spending*: \$2B (~23% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. National Oceanic and Atmospheric Administration (NOAA) [\$650M]
2. U.S. Patent and Trademark Office (USPTO) [\$541.6M]
3. U.S. Census Bureau (Census) [\$371M]
4. Office of the Secretary (OS) [\$260M]
5. National Institute of Standards and Technology (NIST) [\$197M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. T-REX Consulting Corporation [\$95M]
2. Reed Technology and Information Services [\$88.6M]
3. Harris Corporation [\$70M]
4. Hensel Phelps Construction Co [\$69M]
5. Raytheon Company [\$66M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. DOC ESF4SEI [\$170M]
2. GSA MAS [\$146M]
3. GSA IT-70 Schedule [\$129M]
4. DOC SDI-NG [\$61M]
5. HHS CIO-SP3 SB [\$60M]

Prime Small Business Spending: DOC has already met all SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 41% | ✓ |

| | | | |
|----------------|----|-----|---|
| SDB/8a | 5% | 25% | ✓ |
| SDVOSB | 3% | 3% | ✓ |
| WOSB | 5% | 10% | ✓ |
| HUBZone | 3% | 15% | ✓ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOC spends ~\$1.3B in Q4 of each fiscal year. DOC's Q4 spending seems to incrementally increase each fiscal year – with a larger jump in FY19 – and then decreased in FY20. We predict that you will see at least \$2B spent in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$1.95B | \$2.4B | \$1.55B | \$1.31B | \$1.33B | \$1.31B | \$1.24B |

Purchase Card Usage: DOC's purchase card usage continues to decrease dramatically each Q4 across fiscal years. We predict that you will see the same in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$191K | \$1M | \$1M | \$2M | \$427M | \$333M | \$316M |

Department of Defense (DOD) – General & Defense-Wide

DoD's enduring mission is to provide combat-credible military forces needed to deter war and protect the security of our nation. The Department provides a lethal and effective Joint Force that, combined with our network of allies and partners, sustains American influence, and advances shared security and prosperity. DoD is also one of the largest holders of real estate, managing a global portfolio that consists of more than 568,000 assets (buildings and structures), located at nearly 4,800 sites worldwide, covering 27.2M acres of property.



FY21 Agency Information

Discretionary Spending Obligations: \$696B

- **Operations & Maintenance (Defense-Wide Only):** \$39B
- **Acquisition Workforce Development (Defense-Wide Only):** \$88M
- **Procurement (Defense-Wide):** \$5.8B
- **Research, Development, Test, and Evaluation (Defense-Wide):** \$80M

Current Discretionary Spending*: \$129B (~18% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. U.S. Navy [\$37B]
2. U.S. Army [\$33B]
3. U.S. Air Force [\$28B]
4. Defense Logistics Agency (DLA) [\$12B]
5. Defense Health Agency (DHA) [\$8.8B]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Lockheed Martin Corporation [\$11B]
2. The Boeing Company [\$11B]
3. Raytheon Company [\$5B]
4. Electric Boat Corporation [\$5B]
5. Humana Government Business Inc. [\$4.5B]
6. Pfizer Inc. [\$4B]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA OASIS [\$2B]
2. GSA MAS [\$1B]

3. Navy SeaPort-e [\$994M]
4. GSA OASIS SB [\$777M]
5. GSA Alliant II [\$597M]

Prime Small Business Spending: Based on our research, DOD still needs to meet its WOSB and HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 21% | ✓ |
| SDB/8a | 5% | 9% | ✓ |
| SDVOSB | 3% | 3% | ✓ |
| WOSB | 5% | 3% | ✗ |
| HUBZone | 3% | 2% | ✗ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOD spends ~\$102B in Q4 of each fiscal year. I think we can all assume to see DOD spend a hefty amount in Q4 of FY20.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|-----------|-----------|-----------|----------|----------|----------|
| \$105B | \$112.66B | \$119.98B | \$108.66B | \$92.42B | \$84.63B | \$91.19B |

Purchase Card Usage: DOD's purchase card usage continued to decrease dramatically each Q4 across fiscal years until Q4 FY20 where it took a massive jump. We predict that this will come back down to earth in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$1B | \$404M | \$459M | \$579M | \$26B | \$26B | \$28B |

Department of Defense (DOD) – U.S. Air Force

When it was established as a separate service in 1947, the U.S. Air Force (USAF) was to be “organized, trained, and equipped primarily for prompt and sustained offensive and defensive air operations ... necessary for the effective prosecution of war except as otherwise assigned.” That statutory language remains almost identical today. Similarly, although the words used to describe its core missions have changed, space and cyberspace joined air as operational domains, and the means used to carry them out have evolved with technology, the USAF’s missions themselves have remained remarkably constant.



FY21 Agency Information

Discretionary Spending Obligations: \$207B

Current Discretionary Spending*: \$28B (~23% of Allocated Discretionary Spent)

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. The Boeing Company [\$8B]
2. Lockheed Martin [\$3.5B]
3. Northrop Grumman Systems Corporation [\$2B]
4. Raytheon Company [\$1.2B]
5. L-3 Communications Corporation [\$808M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA OASIS SB [\$521M]
2. GSA OASIS [\$419M]
3. USAF NETCENTS II [\$244M]
4. GSA Alliant II [\$236M]
5. GSA MAS [\$204M]

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, the USAF spends ~\$19B in Q4 of each fiscal year. We assume that USAF will spend at least \$20B in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|----------|----------|---------|----------|----------|----------|
| \$22.56B | \$21.68B | \$22.55B | \$18B | \$18.63B | \$14.67B | \$15.36B |

Purchase Card Usage: USAF purchase card usage continued oscillate each Q4 across fiscal years until Q4 FY20 where it took a massive jump. We predict that this will come back down to earth in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|----------|----------|----------|----------|----------|
| \$57M | \$22M | \$25.42M | \$25.82M | \$22.30M | \$19.49M | \$27.55M |

Department of Defense (DOD) – U.S. Army

The operational Army—known as the Operational Force—conducts or directly supports the full spectrum of military operations and consists of numbered armies, corps, divisions, brigades and battalions (e.g., Brigade Combat Teams [BCTs], Aviation Brigades, Medical Brigades). Most of the Army is currently based in the continental United States (CONUS) relying on forward stationed and rotational units outside the continental U.S. (OCONUS) to deter potential enemies, defend against aggression if needed, and train allies.



The institutional Army supports the operational Army by providing the training, education, and logistics necessary “to raise, train, equip, deploy, and ensure the readiness of all Army forces.” Army organizations whose primary mission is to generate and sustain the Operating Forces (e.g., U.S. Army Training and Doctrine Command [TRADOC], U.S. Army Materiel Command [AMC], U.S. Army Intelligence and Security Command [INSCOM]) are also known as the Generating Force. According to the Army’s website, “Without the institutional Army, the operational Army cannot function. Without the operational Army, the institutional Army has no purpose.”

FY21 Agency Information

Discretionary Spending Obligations: \$178B

Current Discretionary Spending*: \$33B (~18% of Allocated Discretionary Spent)

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Pfizer Inc. [\$4B]
2. Modernata Inc. [\$3.6B]
3. Regeneron Pharmaceuticals Inc. [\$3B]
4. Eli Lilly and Company [\$2B]
5. Lockheed Martin Corporation [\$1.2B]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA OASIS [\$946M]
2. GSA MAS [\$416M]
3. Army RS3 [\$309M]
4. Army Ocean and Intermodal Cargo Transport 2019 [\$295M]
5. GSA Alliant II [\$245M]

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, Army spends ~\$30B in Q4 of each fiscal year. We assume that Army will spend at least \$25B in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|----------|----------|-----------|---------|----------|---------|
| \$29.87B | \$30.68B | \$33.73B | \$32.144B | \$26B | \$27.52B | \$29.6B |

Purchase Card Usage: Army purchase card usage continued oscillate each Q4 across fiscal years until Q4 FY20 where it took a massive jump comparable to Q4 FY14. We predict that this will come back down to earth in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|-----------|-----------|----------|-----------|----------|----------|---------|
| \$129.77M | \$130.81M | \$86.40M | \$116.81M | \$85.82M | \$122.1M | \$159M |

Department of Defense (DOD) – U.S. Navy

The Department of the Navy (Navy) is a single military department that includes two military services—the Navy and the Marine Corps. As such, DON has a single civilian leader, the Secretary of the Navy, and two four-star military service chiefs—an admiral whose title is the Chief of Naval Operations (CNO), and a general whose title is the Commandant of the Marine Corps. Although the title “Secretary of the Navy” includes only the term “Navy,” the secretary serves as the civilian leader for both the Navy and Marine Corps. The CNO and the Commandant of the Marine Corps are members of the Joint Chiefs of Staff (JCS).



FY21 Agency Information

Discretionary Spending Obligations: \$207B

Current Discretionary Spending*: \$37B (~18% of Allocated Discretionary Spent)

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Lockheed Martin Corporation [\$5.2B]
2. Electric Boat Company [\$5B]
3. Huntington Ingalls Inc. [\$3B]
4. The Boeing Company [\$2B]
5. Bechtel Plan Machinery Inc. [\$2B]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. Navy SeaPort-e [\$993M]
2. Navy Seaport-NXG [\$401M]
3. GSA OASIS [\$273M]
4. Navy RRF Ship Management Services 2016-2024 [\$253M]
5. GSA MAS [\$153M]

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, Navy spends ~\$29B in Q4 of each fiscal year. We assume that Navy will spend at least \$20B in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|----------|----------|----------|----------|----------|----------|
| \$27.45B | \$32.34B | \$35.57B | \$35.47B | \$26.94B | \$23.15B | \$23.92B |

Purchase Card Usage: Navy purchase card usage continued oscillate each Q4 across fiscal years until Q4 FY17 where it has continued to decrease. We predict that Navy will spend at least \$80M through purchase cards in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|----------|----------|----------|-----------|----------|-----------|
| \$104.3M | \$82.46M | \$81.87M | \$108.9M | \$706.16M | \$85.25M | \$137.72M |

Department of Education (ED)

ED operates programs that touch on every area and level of education. ED's elementary and secondary programs annually serve nearly 14,000 school districts and approximately 55M students attending some 99,000 public schools and 33,000 private schools. ED's programs also provide a grant, loan, and work-study assistance to more than 15M postsecondary students.



FY21 Agency Information

Discretionary Spending Obligations: \$73.5B

Current Discretionary Spending*: \$1.6B (~2% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Federal Student Aid (FSA) [\$1.2B]
2. Institute of Education Sciences [\$284M]
3. Office of the Chief Information Officer [\$44M]
4. Office of Finance and Operations [\$19M]
5. Office of Elementary and Secondary Education [\$13M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Accenture Federal Services [\$121M]
2. Great Lakes Educational Loan Services Inc. [\$118M]
3. Higher Education Assistance Agency PA [\$113M]
4. Navient Corporation [\$89M]
5. Nelnet Servicing LLC [\$78M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. ED Defaulted Student Loan Collection Services [\$442M]
2. HHS CIO-SP3 [\$96M]
3. ED HCERA-SAFRA Not-For-Profit Servicer Program [\$93M]
4. GSA IT-70 Schedule [\$42M]
5. GSA PSS [\$38M]

Prime Small Business Spending: ED still needs to meet its SB, SDVOSB, and HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 13% | X |
| SDB/8a | 5% | 8% | ✓ |
| SDVOSB | 3% | 1% | X |
| WOSB | 5% | 6% | ✓ |
| HUBZone | 3% | 0% | X |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, ED spends ~\$752M in Q4 of each fiscal year. Over the past 7 FY, ED has ebbed and flowed in their Q4 spending with a rebound in Q4 FY20. We expect to see the same trend continue in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|-----------|----------|-----------|-----------|-----------|---------|
| \$843M | \$635.54M | \$922.3M | \$823.01M | \$841.28M | \$890.91M | \$1.15B |

Purchase Card Usage: ED's purchase card usage has started to increase the past two Q4's. We predict that we will see this trend continue in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$155K | \$52K | \$9K | \$303K | \$720M | \$734M | \$1B |

Department of Energy (DOE)

DOE is comprised of approximately 14,000 federal employees and over 95,000 management and operating contractor and other contractor employees at the Department's headquarters in Washington, D.C. and 83 field locations. DOE operates a nationwide system of 17 national laboratories that provide world-class scientific, technological, and engineering capabilities, including the operation of national scientific user facilities used by thousands of researchers from academia, government, and industry. The range, scale, and excellence of science and technology (S&T) at the DOE laboratories provide strategic assets to accomplish DOE missions, support government responses to unforeseen domestic and international emergencies, and provide technical capabilities to help shape the global S&T agenda.



FY21 Agency Information

Discretionary Spending Obligations: \$39.6B

Current Discretionary Spending*: \$30.6B (~77% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. National Nuclear Security Administration (NNSA) [\$17B]
2. Office of Science (OS) [\$5.5B]
3. Environmental Management (EM) [\$5.3B]
4. Idaho Operations Office [\$1B]
5. SC Chicago Service Center [\$540M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Triad National Security LLC [\$4B]
2. National Technology and Engineering Solutions of Sandia LLC [\$3.5B]
3. Consolidated Nuclear Security LLC [\$3B]
4. Lawrence Livermore National Security LLC [\$2.4B]
5. UT Battelle LLC [\$2B]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA MAS [\$167M]
2. GSA IT-70 Schedule [\$158M]
3. GSA PSS [\$120M]
4. DOE Environmental Management 2010-2015 [\$38M]

5. NASA SEWP V [\$22M]

Prime Small Business Spending: DOE still needs to meet all of its SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 3% | X |
| SDB/8a | 5% | 2% | X |
| SDVOSB | 3% | 0% | X |
| WOSB | 5% | 0% | X |
| HUBZone | 3% | 0% | X |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOE spends ~\$4B in Q4 of each fiscal year. With DOE already spending almost at 80% of its allocated dollars, we believe we will see a slight uptick in their Q4 spending in FY20.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|---------|---------|---------|---------|---------|---------|
| \$5.896B | \$5.07B | \$6.56B | \$6.7B | \$3.53B | \$3.55B | \$3.48B |

Purchase Card Usage: DOE's purchase card usage has continued to decrease every Q4 across each fiscal year – with a larger drop off in Q4 of FY20. We predict that we will see the same decrease in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$299K | \$489K | \$1M | \$1M | \$3B | \$3B | \$3B |

Environmental Protection Agency (EPA)

EPA regulates the manufacturing, processing, distribution, and use of chemicals and other pollutants. In addition, the EPA is charged with determining safe tolerance levels for chemicals and other pollutants in food, animal feed, and water. The EPA enforces its findings through fines, sanctions, and other procedures. Under the Trump administration, the EPA's recent regulations of carbon emissions from power plants, automobiles, and other contributors to climate change, instituted by President Obama, were largely being rolled back. The Biden administration is now attempting to reverse course, restore staffing levels, increase inspections, and create frameworks for innovative new settlement agreements that hold polluters accountable and benefit communities.



FY21 Agency Information

Discretionary Spending Obligations: \$9.2B

Current Discretionary Spending*: \$550M (~6% of Allocated Discretionary Spent)

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Eastern Research Group Inc. [\$25M]
2. ICF Incorporated LLC [\$24M]
3. Tetra Tech Inc. [\$23M]
4. EA Engineering, Science, and Technology Inc. [\$19M]
5. Environmental Restoration LLC [\$19M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA Alliant [\$116M]
2. GSA MAS [\$62M]
3. EPA Remedial Acquisition Framework: Design and Engineering Services (DES) [\$42M]
4. Army USACE NW & EPA R2 Remediation Services [\$24M]
5. GSA IT-70 Schedule [\$22M]

Prime Small Business Spending: EPA still needs to meet its SDVOSB, WOSB, and HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 39% | ✓ |
| SDB/8a | 5% | 28% | ✓ |
| SDVOSB | 3% | 2% | ✗ |
| WOSB | 5% | 5% | ✗ |

| | | | |
|---------|----|----|---|
| HUBZone | 3% | 1% | X |
|---------|----|----|---|

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, EPA spends ~\$473M in Q4 of each fiscal year. We predict that we will see EPA continue to decline in their Q4 spending in FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$458M | \$527.14M | \$575.53M | \$493.93M | \$532.52M | \$596.47M | \$582.29M |

Purchase Card Usage: EPA's purchase card usage continued to decrease dramatically each Q4 across fiscal years until Q4 FY20 where it took a massive jump. We predict that this will come back down to earth in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$1M | \$433K | \$1M | \$1M | \$230M | \$285M | \$246M |

Department of Health and Human Services (HHS)

The mission of HHS is to enhance the health and well-being of all Americans, by providing for effective health and human services and by fostering sound, sustained advances in the sciences underlying medicine, public health, and social services.



FY21 Agency Information

Discretionary Spending Obligations: \$97B

Current Discretionary Spending*: \$18.5B (~19% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Centers for Disease Control and Prevention (CDC) [\$5B]
2. National Institutes of Health (NIH) [\$3B]
3. Centers for Medicare & Medicaid Services (CMS) [\$2.5B]
4. Office of the Assistant Secretary for Preparedness and Response (ASPR) [\$2.2B]
5. Administration for Children and Families (ACF) [\$2B]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. McKesson Specialty Distribution LLC [\$1.4B]
2. Merck Sharp and Dohme Corp. [\$1B]
3. Rapid Deployment Inc. [\$618M]
4. Pfizer Inc. [\$562M]
5. Glaxosmithkline LLLC [\$553M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA MAS [\$914M]
2. GSA IT-70 Schedule [\$541M]
3. GSA PSS [\$449M]
4. HHS SPARC [\$324M]
5. HHS CIO-SP3 [\$316M]

Prime Small Business Spending: HHS still needs to meet its SB, SDVOSB, WOSB, and HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 20% | X |
| SDB/8a | 5% | 14% | ✓ |
| SDVOSB | 3% | 1% | X |

| | | | |
|---------|----|----|---|
| WOSB | 5% | 4% | X |
| HUBZone | 3% | 1% | X |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, HHS spends ~\$9B in Q4 of each fiscal year. Due to the current COVID19 crisis and residual impacts, we believe we will see that number continue to jump in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|----------|----------|----------|----------|---------|----------|
| \$15.6B | \$11.21B | \$11.03B | \$10.69B | \$10.87B | \$9.39B | \$10.08B |

Purchase Card Usage: HHS's purchase card usage has been rather high across each fiscal year apart from Q4 of FY18. Due to the current COVID19 crisis, we believe we will see that number continue to climb in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$44M | \$42M | \$25M | \$26M | \$4B | \$3B | \$4B |

Department of Homeland Security (DHS)

DHS's mission is to ensure a homeland that is safe, secure, and resilient against terrorism and other hazards. DHS has an expansive mission set: preventing terrorism and enhancing security, securing our borders, enforcing immigration laws, securing cyberspace, and ensuring disaster response and resilience. The men and women of this Department also support key Presidential priorities, including Executive Orders, all while protecting our country, our people, and our way of life.



FY21 Agency Information

Discretionary Spending Obligations: \$51.88B

Current Discretionary Spending*: \$9.5B (~18% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. U.S. Coast Guard (USCG) [\$1.9B]
2. Office of Procurement Operations (OPO) [\$1.8B]
3. U.S. Customs and Border Patrol (CBP) [\$1.5B]
4. Transportation Security Administration (TSA) [\$1B]
5. Federal Emergency Management Agency (FEMA) [\$959M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Eastern Shipbuilding Group Inc. [\$389M]
2. CSRA LLC [\$313M]
3. Leidos Inc. [\$303M]
4. Triple Canopy Inc. [\$229M]
5. Sikorsky Aircraft Corporation [\$222M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA MAS [\$944M]
2. GSA IT-70 Schedule [\$384M]
3. DHS EAGLE II [\$300M]
4. GSA Alliant II [\$240M]
5. GSA Alliant [\$224M]

Prime Small Business Spending: DHS has already met all SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 35% | ✓ |
| SDB/8a | 5% | 23% | ✓ |
| SDVOSB | 3% | 5% | ✓ |
| WOSB | 5% | 6% | ✓ |
| HUBZone | 3% | 3% | ✓ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DHS spends ~\$5.3B in Q4 of each fiscal year. With new leadership in place at DHS, we expect to see the Q4 FY21 numbers stay in line with last FY but possibly escalate next FY.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$6.8B | \$7.14B | \$7.19B | \$7.78B | \$5.45B | \$4.67B | \$4.87B |

Purchase Card Usage: DHS's purchase card usage continued to decrease dramatically each Q4 across fiscal years until Q4 FY20 where it took a massive jump. We predict that this will come back down to earth in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$26M | \$17M | \$8M | \$20M | \$1B | \$1B | \$1B |

Department of Housing and Urban Development (HUD)

The mission of HUD is to create strong, sustainable, inclusive communities and quality affordable homes for all. HUD is working to strengthen the housing market to bolster the economy and protect consumers, meet the need for quality affordable rental homes, utilize housing as a platform for improving quality of life, and build inclusive and sustainable communities free from discrimination.



FY21 Agency Information

Discretionary Spending Obligations: \$49.6B

Current Discretionary Spending*: \$153M (~0% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Office of Chief Information Officer (OCIO) [\$129M]
2. Office Chief Financial Officer (CFO) [\$24M]
3. Government National Mortgage Association (GNMA) [\$64M]
4. Office of Inspector General (OIG) [\$6M]
5. Chief Procurement Officer (CPO) [\$5M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. DGG RE INVESTMENTS LLC (\$40M)
2. Leidos Inc. [\$27M]
3. Ernst and Young [\$26M]
4. Innotion Enterprise Inc. [\$22M]
5. Perspecta Enterprise Solutions LLC [\$21M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA MAS [\$76M]
2. GSA IT-70 Schedule [\$37M]
3. NASA SEWP V [\$27M]
4. GSA Networx [\$26M]
5. GSA 8a STARS II [\$11M]

Prime Small Business Spending: HUD still needs to meet its SB and SDVOSB SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 22% | X |
| SDB/8a | 5% | 38% | ✓ |
| SDVOSB | 3% | 0% | X |
| WOSB | 5% | 10% | ✓ |
| HUBZone | 3% | 20% | ✓ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, HUD spends ~\$299M in Q4 of each fiscal year. With HUD severely lacking in their procurement department and having to lean on GSA to do most of their contracts for them, we expect to see this number slightly increase if GSA has the bandwidth.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|-----------|----------|-----------|-----------|-----------|-----------|
| \$546.44 | \$746.61M | \$88.18M | \$346.34M | \$209.13M | \$573.69M | \$129.49M |

Purchase Card Usage: HUD's purchase card usage has continued to ebb and flow across Q4 of each fiscal year. We predict that we will see the number slightly decrease in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$1M | \$325K | \$179K | \$1M | \$109M | \$468M | \$42M |

Department of Interior (DOI)

DOI manages the Nation's public lands and minerals, including providing access to more than 500M surface acres of public lands, 700M acres of subsurface minerals, and 1.7B acres of the Outer Continental Shelf. DOI is the steward of 20% of the Nation's lands, including national parks, national wildlife refuges, and public lands; manages resources that supply 30% of the Nation's energy, supplies and manages water in the 17 Western states, supplies 15% of the Nation's hydropower energy, and upholds Federal trust responsibilities to 567 federally recognized Indian tribes and Alaska Native villages. DOI is responsible for migratory bird and wildlife conservation, historic preservation, endangered species conservation, surface-mined lands protection and restoration, mapping, geological, hydrological, and biological science for the Nation, and financial and technical assistance for the insular areas.



FY21 Agency Information

Discretionary Spending Obligations: \$13.7B

Current Discretionary Spending*: \$2B (~13% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. National Park Service (NPS) [\$296M]
2. Departmental Offices [\$261.6M]
3. Bureau of Reclamation (BOR) [\$252M]
4. U.S. Geological Services (USGS) [\$162M]
5. Bureau of Land Management (BLM) [\$133M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. CDM Constructors Inc. [\$66.5M]
2. Booz Allen Hamilton Inc. [\$55M]
3. SGT LLC [\$41M]
4. Dovel Technologies LLC [\$36M]
5. Danya International LLC [\$32M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA MAS [\$109M]
2. GSA IT-70 Schedule [\$71M]
3. NASA SEWP V [\$37M]
4. DOI Foundation Cloud Hosting Services [\$28M]

5. GSA 8a STARS II [\$28M]

Prime Small Business Spending: DOI has already met all SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 52% | ✓ |
| SDB/8a | 5% | 34% | ✓ |
| SDVOSB | 3% | 5% | ✓ |
| WOSB | 5% | 12% | ✓ |
| HUBZone | 3% | 5% | ✓ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOI spends ~\$1.8B in Q4 of each fiscal year. DOI remains steady at this pace so we expect it to stay around the same in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$2.33B | \$2.07B | \$2.03B | \$2.13B | \$2.18B | \$1.99B | \$2.21B |

Purchase Card Usage: The past three fiscal years have seen a steady spend at \$3M using a purchase card with a decrease in Q4 FY20. We predict to see the numbers stay steady for DOI in Q4 of FY20.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$1M | \$3M | \$3M | \$3M | \$611M | \$569M | \$677M |

Department of Justice (DOJ)

The mission of DOJ is to enforce the law and defend the interests of the United States according to the law; to ensure public safety against threats foreign and domestic; to provide federal leadership in preventing and controlling crime; to seek just punishment for those guilty of unlawful behavior, and to ensure fair and impartial administration of justice for all Americans.



FY21 Agency Information

Discretionary Spending Obligations: \$33.8B

Current Discretionary Spending*: \$5.6B (~18% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Bureau of Prisons (BOP) [\$2B]
2. Offices, Boards, and Divisions [\$991M]
3. U.S. Marshals Service (USMS) [\$686M]
4. UNICOR [\$390M]
5. Federal Bureau Investigation (FBI) [\$386M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Corrections Corporation of America (\$254M)
2. The GEO Group Inc. [\$214M]
3. Metropolitan Security Services Inc. [\$198M]
4. Krueger International Inc. [\$153M]
5. Paragon Systems Inc. [\$147M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA IT-70 Schedule [\$180M]
2. GSA MAS [\$167M]
3. NASA SEWP V [\$140M]
4. GSA PSS [\$113M]
5. GSA Alliant II [\$61M]

Prime Small Business Spending: DOJ still needs to meet its HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 27% | ✓ |
| SDB/8a | 5% | 16% | ✓ |
| SDVOSB | 3% | 6% | ✓ |
| WOSB | 5% | 6% | ✓ |
| HUBZone | 3% | 1% | ✗ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOJ spends ~\$2.6B in Q4 of each fiscal year. DOJ remains steady at this pace, so we expect it to stay around the same in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$2.5B | \$2.98B | \$3.18B | \$3.1B | \$2.64B | \$2.87B | \$3.15B |

Purchase Card Usage: DOJ's purchase card usage has continued ebb and flows across Q4 of each fiscal year. We predict that we will see the number slightly increase in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$7M | \$13M | \$20M | \$14M | \$435M | \$535M | \$521M |

Department of Labor (DOL)

DOL fosters and promotes the welfare of the job seekers, wage earners, and retirees of the United States by improving their working conditions, advancing their opportunities for profitable employment, protecting their retirement and health care benefits, helping employers find workers, strengthening free collective bargaining, and tracking changes in employment, prices, and other national economic measurements. In carrying out this mission, the Department administers a variety of Federal labor laws including those that guarantee workers' rights to safe and healthful working conditions; a minimum hourly wage and overtime pay; freedom from employment discrimination; unemployment insurance; and other income support.



FY21 Agency Information

Discretionary Spending Obligations: \$12.5B

Current Discretionary Spending*: \$1B (~8% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Office of Job Corps [\$1B]
2. Assistant Secretary for Administration and Management (OASAM) (OASAM) [\$126M]
3. Employment and Training Administration (ETA) [\$57M]
4. Bureau of Labor Statistics (BLS) [\$26M]
5. Office of Workers' Compensation Programs (OWCP) [\$26M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Management and Training Corporation [\$139.5M]
2. Adams and Associates Inc. [\$90M]
3. Career Systems Development Corporation [\$77M]
4. Odle Management Group LLC [\$50M]
5. Serrato Corporation [\$47.4M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA IT-70 Schedule [\$93M]
2. GSA MAS [\$64M]
3. GSA PSS [\$36M]
4. NASA SEWP V [\$34M]

5. GSA Alliant II [\$24M]

Prime Small Business Spending: DOL has already met all SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21% Met | Goal Met |
|-------------------------|-------------------|-------------------|----------|
| SB | 23% | 37% | ✓ |
| SDB/8a | 5% | 33% | ✓ |
| SDVOSB | 3% | 5% | ✓ |
| WOSB | 5% | 14% | ✓ |
| HUBZone | 3% | 4% | ✓ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOL spends ~\$764M in Q4 of each fiscal year. DOL has only spent 8% of their allocated discretionary monies so we expect to see the number in Q4 FY21 increase.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|-----------|-----------|-----------|-----------|---------|-----------|
| \$774M | \$730.93M | \$797.73M | \$948.63M | \$876.64M | \$1.04B | \$954.28M |

Purchase Card Usage: DOL's purchase card usage has continued to decrease every Q4 across each fiscal year – with a larger drop off in Q4 FY19. We predict that we will see the same decrease in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$103K | \$113K | \$2M | \$84K | \$421M | \$578M | \$592M |

National Aeronautics and Space Administration (NASA)

NASA is the United States government agency responsible for U.S. space exploration, space technology, Earth and space science, and aeronautics research. The Agency's science, research, and technology development work is implemented through four Mission Directorates and one Mission Support Directorate. The Agency's day-to-day work is carried out in laboratories, on airfields, in wind tunnels, in control rooms, and in other NASA facilities. This work is distributed across nine Centers, the Jet Propulsion Laboratory (a Federally Funded Research and Development Center), and seven test and research facilities located around the country.



FY21 Agency Information

Discretionary Spending Obligations: \$23.27B

Current Discretionary Spending*: \$11B (~47% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Johnson Space Center (JSC) [\$3B]
2. Marshall Space Flight Center (MSFC) [\$2.3B]
3. Jet Propulsion Laboratory (JPL) [\$2B]
4. Goddard Space Flight Center (GSFC) [\$1.5M]
5. Kennedy Space Center (KSC) [\$845M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. California Institute of Technology [\$1.7B]
2. Lockheed Martin Corporation [\$977M]
3. The Boeing Company [\$935M]
4. Space Exploration Technologies Corp. [\$799M]
5. Orbital Science Corporation [\$619M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA PSS [\$88M]
2. NASA RAPID III [\$56M]
3. NASA CLPS [\$56M]
4. NASA SEWP V [\$50M]
5. GSA MAS [\$38M]

Prime Small Business Spending: NASA still needs to meet its SB, SDVOSB, WOSB, and HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21% Met | Goal Met |
|-------------------------|-------------------|-------------------|----------|
| SB | 23% | 15% | X |
| SDB/8a | 5% | 10% | ✓ |
| SDVOSB | 3% | 1% | X |
| WOSB | 5% | 4% | X |
| HUBZone | 3% | 1% | X |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, NASA spends ~\$3.4B in Q4 of each fiscal year. NASA still has a lot of money left to go in this FY, so we expect to see this number stay consistent with last FY's spending.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|---------|---------|---------|---------|---------|---------|
| \$5.238B | \$4.64B | \$4.37B | \$4.09B | \$3.89B | \$3.37B | \$3.46B |

Purchase Card Usage: NASA's purchase card usage has continued drop across Q4 of each fiscal year. We predict that we will see the number slightly increase in Q4 FY21 due to NASA's spending needs.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$2M | \$4M | \$1M | \$8M | \$1B | \$1B | \$1B |

Small Business Administration (SBA)

SBA was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation. Although the SBA has grown and evolved in the years since it was established, the bottom-line mission remains the same. The SBA helps Americans start, build, and grow businesses.



FY21 Agency Information

Discretionary Spending Obligations: \$778.9M

Current Discretionary Spending*: \$493M (~63% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Office of Capital Access [\$309M]
2. Office of Disaster Assistance [\$121M]
3. Office of Chief Information Officer [\$28M]
4. Office of Performance Management and Chief Financial Officer [\$21M]
5. Office of Entrepreneurial Development [\$3.5M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Guidehouse LLP [\$138M]
2. Highlight Technologies [\$118M]
3. Goldschmitt-CRI LLC [\$107M]
4. GovSmart Inc. [\$18M]
5. Presort Services Inc. [\$18M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA MAS [\$104M]
2. GSA PSS [\$35M]
3. GSA 8a STARS II [\$25M]
4. NASA SEWP V [\$22M]
5. GSA IT-70 Schedule [\$9M]

Prime Small Business Spending: SBA still has not met their HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 49% | ✓ |
| SDB/8a | 5% | 49% | ✓ |
| SDVOSB | 3% | 4% | ✓ |
| WOSB | 5% | 79% | ✓ |
| HUBZone | 3% | 2% | ✗ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, SBA spends ~\$60M in Q4 of each fiscal year. Due to the current COVID19 crisis and residual impacts, we believe we will see that number jump in Q4 of FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|----------|----------|----------|----------|----------|----------|
| \$508.6M | \$82.71M | \$90.81M | \$82.08M | \$53.34M | \$54.01M | \$58.52M |

Purchase Card Usage: SBA's purchase card usage has continued to decrease every Q4 across each fiscal year. We predict that we will see the numbers stay around the same as it has in Q4 in FY19 and FY20.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$4M | \$4M | \$8M | \$138K | \$38M | \$48M | \$37M |

Department of State (DOS) (Includes USAID)

DOS is responsible for handling the foreign affairs of the United States government. The State Department, originally known as the Department of Foreign Affairs when it was created in 1789, is the oldest of the cabinet-level agencies in the Executive Branch. It consists largely of diplomats and Foreign Service officers who carry out American foreign policy throughout the world. This task involves a multitude of issues ranging from trade and commerce to cultural interests to security measures. The State Department interfaces with representatives of foreign governments, corporations, non-governmental organizations, and private individuals to advance US interests across the globe. For most of the department's history, the Secretary of State functioned as the top adviser to the President on matters of international relations.



FY21 Agency Information

Discretionary Spending Obligations: \$16.68B

Current Discretionary Spending*: \$6B (~35% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Bureau of Diplomatic Security (DS) [\$804M]
2. Bureau for Global Health (GH) [\$456M]
3. Bureau of Consular Affairs (CA) [\$412M]
4. Bureau of Overseas Buildings Operations (OBO) [\$384M]
5. Bureau of Information Resource Management (IRM) [\$303M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Chemonics International Inc. [\$886M]
2. PAE Government Services Inc. [\$190M]
3. Accenture National Security Services LLC [\$131.4M]
4. DAI Global LLC [\$115M]
5. Triple Canopy Inc. [\$108M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. DOS WPS-2 [\$275M]
2. NASA SEWP V [\$161M]
3. GSA IT-70 Schedule [\$124M]
4. GSA MAS [\$117M]

5. DOS Consular Affairs GSS [\$114M]

Prime Small Business Spending: DOS still has not met its SDVOSB and WOSB SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 27% | ✓ |
| SDB/8a | 5% | 32% | ✓ |
| SDVOSB | 3% | 3% | ✗ |
| WOSB | 5% | 4% | ✗ |
| HUBZone | 3% | 5% | ✓ |

DOS/USAID still has not met their SB, SDVOSB, WOSB, and HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 11% | ✗ |
| SDB/8a | 5% | 8% | ✓ |
| SDVOSB | 3% | 0% | ✗ |
| WOSB | 5% | 3% | ✗ |
| HUBZone | 3% | 0% | ✗ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOS spends ~\$4.2B in Q4 of each fiscal year. DOS typically remains steady at this pace, so we expect it to stay around the average in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$3.8B | \$5.04B | \$5.59B | \$5.5B | \$4.54B | \$4.24B | \$4.69B |

On average, DOS/USAID spends ~\$1.6B in Q4 of each fiscal year. DOS/USAID remains steady at this pace, so we expect it to stay around the same in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$2B | \$2.5B | \$1.87B | \$1.5B | \$2B | \$1.75B | \$1.58B |

Purchase Card Usage: DOS's purchase card usage has slowly increased the past few Q4's. We predict that we will see DOS spend around \$2M using purchase cards in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$2M | \$3M | \$2M | \$8M | \$2B | \$2B | \$2B |

DOS/USAID's purchase card usage has continued to decrease the past few Q4's. We predict we will see the same trend continue in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
|---------|---------|---------|---------|---------|---------|---------|

| | | | | | | |
|------|------|------|------|--------|--------|--------|
| \$1M | \$5M | \$7M | \$9M | \$450M | \$592M | \$541M |
|------|------|------|------|--------|--------|--------|

Department of Transportation (DOT)

The establishment of DOT in 1967 combined 31 disparate elements of the Federal Government with transportation responsibilities under one Department. The purpose of establishing the Department was to coordinate and administer Federal transportation programs; provide leadership in the identification and resolution of transportation problems; encourage cooperation of Federal, State, Tribal, and local governments toward the achievement of national transportation objectives; stimulate technological advances in transportation and develop national transportation policies and programs.

Today, DOT is responsible for overseeing and administering a wide range of transportation programs, policies and regulations for both aviation and surface transportation. The top priorities at DOT are to keep the traveling public safe and secure, increase their mobility, and have our transportation system contribute to the nation's economic growth.



FY21 Agency Information

Discretionary Spending Obligations: \$86.7B

Current Discretionary Spending*: \$5B (~5% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. Federal Aviation Administration (FAA) [\$3B]
2. Maritime Administration (MARAD) [\$697M]
3. Federal Highway Administration (FHWA) [\$511M]
4. Office of the Secretary [\$116M]
5. National Highway Traffic Safety Administration (NHTSA) [\$53.3M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Tote Services LLC [\$664M]
2. Leidos Inc. [\$476M]
3. Harris Corporation [\$414M]
4. SAIC [\$170M]
5. The MITRE Corporation [\$96.5M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. DOT eFAST [\$189M]
2. DOT EPICS [\$64M]

3. GSA MAS [\$53M]
4. GSA IT-70 Schedule [\$49M]
5. DOT SAVE COTS Information Technology [\$35M]

Prime Small Business Spending: DOT has met all SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 32% | ✓ |
| SDB/8a | 5% | 22% | ✓ |
| SDVOSB | 3% | 3% | ✓ |
| WOSB | 5% | 7% | ✓ |
| HUBZone | 3% | 3% | ✓ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, DOT spends ~\$2 B in Q4 of each fiscal year. DOT remains steady at this pace, so we expect it to stay around the same in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|----------|---------|---------|---------|---------|---------|---------|
| \$2.123B | \$2.41B | \$2.48B | \$2.68B | \$3B | \$2.03B | \$2.08B |

Purchase Card Usage: DOT's purchase card usage continued to decrease dramatically each Q4 across fiscal years until Q4 FY20 where it took a massive jump. We predict that this will come back down to earth in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$16M | \$3M | \$3M | \$2M | \$239M | \$194M | \$241M |

Department of Treasury (TREAS)

TREAS is the executive agency responsible for promoting economic prosperity and ensuring the financial security of the United States. The Department is responsible for a wide range of activities such as advising the President on economic and financial issues, encouraging sustainable economic growth, and fostering improved governance in financial institutions. The Department of the Treasury operates and maintains systems that are critical to the nation's financial infrastructure, such as the production of coin and currency, the disbursement of payments to the American public, revenue collection, and the borrowing of funds necessary to run the federal government. The Department works with other federal agencies, foreign governments, and international financial institutions to encourage global economic growth, raise standards of living, and to the extent possible, predict and prevent economic and financial crises. The Treasury Department also performs a critical and far-reaching role in enhancing national security by implementing economic sanctions against foreign threats to the U.S., identifying and targeting the financial support networks of national security threats, and improving the safeguards of our financial systems.



FY21 Agency Information

Discretionary Spending Obligations: \$13.49B

Current Discretionary Spending*: \$5.5B (~41% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. U.S. Mint [\$3B]
2. Internal Revenue Service (IRS) [\$1.3B]
3. Bureau of Engraving and Printing (BEP) [\$392M]
4. Bureau of Fiscal Service (BFS) [\$279M]
5. Office of the Comptroller of the Currency (OCC) [\$129M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. Coins 'N Things Inc. [\$741M]
2. INTL FCSTONE LTD [\$589.4M]
3. Sunshine Minting Inc. [\$307.4M]
4. A-Mark Precious Metals Inc. [\$500.5M]
5. Wieland Rolled Products North America LLC [\$266M]
6. Crane and Co. Inc. [\$250M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. GSA Alliant II [\$263M]
2. GSA IT-70 Schedule [\$213M]
3. NASA SEWP V [\$181M]
4. GSA MAS [\$176M]
5. TREAS Newly Mined U.S. Gold Bullion Bars 2013-2030 [\$125M]

Prime Small Business Spending: TREAS still needs to meet its HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21% Met | Goal Met |
|-------------------------|-------------------|-------------------|----------|
| SB | 23% | 41% | ✓ |
| SDB/8a | 5% | 9% | ✓ |
| SDVOSB | 3% | 3% | ✓ |
| WOSB | 5% | 10% | ✓ |
| HUBZone | 3% | 2% | ✗ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, TREAS spends ~\$1.6B in Q4 of each fiscal year. Due to the current COVID19 crisis and residual impacts, we believe we will see that number jump in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$2.5B | \$1.68B | \$1.84B | \$1.68B | \$2.14B | \$2.03B | \$1.8B |

Purchase Card Usage: TREAS purchase card usage jumped in Q4 of FY19. We predict we will see a slight increase in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$9M | \$6M | \$1M | \$157K | \$710M | \$611M | \$594M |

Veterans Affair (VA)

As the Nation's largest integrated health care delivery system, the VA serves over nine million Veterans by providing many types of care and benefits tailored to Veterans and their families that are not available in the private sector. VA delivers exceptional care in polytrauma, spinal cord injury and rehabilitation, prosthetics, traumatic brain injury, post-traumatic stress treatments, and other behavioral health programs. Further, VA plays a critical role in preparing our Nation's doctors and nurses — 70 percent of whom train at VA facilities — and leads the Nation in innovation that improves the lives of Veterans and their families. VA research contributed to the first liver transplant, development of the cardiac pacemaker, advancements in treatments for Post-Traumatic Stress Disorder, cutting-edge prosthetics, and many other medical breakthroughs. VA leads the nation in providing health care through telehealth to make it much easier for Veterans to see a doctor. Other important benefits VA provides for Veterans and their families include funding for higher education, life insurance, home loans, employment and transition services, pensions, and memorialization and interment services



FY21 Agency Information

Discretionary Spending Obligations: \$104.4B

Current Discretionary Spending*: \$16B (~15% of Allocated Discretionary Spent)

Top Spending Sub-Agencies [Top 5 – Based Off of FY21 Obligations*]:

1. VHA Chief Logistics Office [\$3.3B]
2. Technology Acquisition Center (TAC) [\$3B]
3. Strategic Acquisition Center (SAC) [\$3B]
4. National CMOP Office [\$249M]
5. PCAC Health Information [\$212M]

Go-To Teammates [Top 5 – Based Off of FY21 Obligations*]:

1. McKesson Corporation [\$3B]
2. Triwest Healthcare Alliance Corp. [\$1.26B]
3. QTC Medical Services Inc. [\$391M]
4. Dell Federal Systems LP [\$391M]
5. Cerner Government Services [\$315M]

Go-To Vehicles [Top 5 – Based Off of FY21 Obligations*]:

1. VA PC3 [\$1B]

2. VA T4NG [\$1B]
3. GSA IT-70 Schedule [\$55M]
4. NASA SEWP V [\$438M]
5. VA MDE [\$348M]

Prime Small Business Spending: VA still needs to meet its WOSB and HUBZone SBA-mandated small business goals in FY21.

| Socio-Economic Category | SBA-Mandated Goal | Current FY21 % Met | Goal Met |
|-------------------------|-------------------|--------------------|----------|
| SB | 23% | 30% | ✓ |
| SDB/8a | 5% | 12% | ✓ |
| SDVOSB | 3% | 21% | ✓ |
| WOSB | 5% | 2% | ✗ |
| HUBZone | 3% | 2% | ✗ |

Q4 FY21 Trends and Predictions

Average Q4 Spending: On average, VA spends ~\$10B in Q4 of each fiscal year. Due to the current COVID19 crisis and residual impacts, we believe we will see that number jump in Q4 FY21.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|-----------|----------|----------|----------|----------|---------|---------|
| \$15.757B | \$14.35B | \$14.58B | \$12.66B | \$10.93B | \$8.49B | \$9.2B |

Purchase Card Usage: VA's purchase card usage has continued to decrease every Q4 across each fiscal year. With the COVID19 crisis and residual impacts, we expect to see VA's purchase card usage stay even with Q4 FY20 spending.

| Q4 FY20 | Q4 FY19 | Q4 FY18 | Q4 FY17 | Q4 FY16 | Q4 FY15 | Q4 FY14 |
|---------|---------|---------|---------|---------|---------|---------|
| \$278M | \$247M | \$388M | \$384M | \$3B | \$2B | \$2B |